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Message Text

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41
ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 RSC-01 DRC-01 /014 W
---------- 078792
P 272417Z SEP 73
FM AMEMBASSY PRAGUE
TO SECSTATE WASHDC PRIORITY 5171
INFO AMEMBASSY LONDON
AMEMBASSY WARSAW PRIORITY

UNCLAS PRAGUE 2304

DEPT PASS COMMERCE (OIM/PROGDEV/MRD-216)

LONDON FOR BOYLE

WARSAW FOR KRAHARIC

E.O. 11652: N/A
TAGS: BEXP, BGEN, CZ
SUBJ: OIM/TIR: PRINTING AND GRAPHIC ARTS (PGA) EQUIPMENT MARKET SURVEY
REF: A) STATE 099277 AND PREVIOUS B) STATE 136685; C) PRAGUE 2301

1. MR. RICHARD OSBORN OF PETER WARD ASSOCIATES (INTERPLAN) LTD., LONDON, ARRIVED IN PRAGUE AS SCHEDULED SEPTEMBER 17 FOR RESEARCH WORK ON PGA MARKET SURVEY. DESPITE OUR BEST EFFORTS TO ASSIST IN APPOINTMENTS (OVER 25 GOVERNMENT

TRADE AND PRINTING INDUSTRY OFFICIALS WERE CONTACTED BY EMBASSY ON OSBORN'S BEHALF), OSBORN WILL ONLY HAVE HAD SEVEN MEANINGFUL MEETINGS BY HIS SCHEDULED DEPARTURE DATE OF FRIDAY, SEPTEMBER 28.

2. EMBASSY NOTES THAT TIMING OF OSBORN VISIT FOR PGA MARKET SURVEY, ALTHOUGH APPARENTLY NOT COORDINATED WITH BEWT, DOVETAILS NICELY WITH PGA TRADE MISSION WHICH WILL BE IN PRAGUE FROM SEPTEMBER 27 THROUGH OCTOBER 3. WHILE WE HAVE BEEN UNABLE TO PUT OSBORN IN DIRECT CONTACT WITH
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END-USERS AND OTHERS DIRECTLY INVOLVED WITH PRINTING AND

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GRAPHIC ARTS INDUSTRY IN CZECHOSLOVAKIA, IT APPEARS THAT PGA TRADE MISSION WILL BE ACCORDED EXCELLENT ENTREE TO A WIDE NUMBER OF APPROPRIATE OFFICIALS AND ORGANIZATIONS WITHIN CZECHOSLOVAK PRINTING INDUSTRY (SEE SEPTEL ON MISSION SCHEDULE). WE WOULD LIKE OBSORN TO POSTPONE RETURN TO LONDON IN ORDER TO PARTICIPATE AS OBSERVER IN ACTIVITIES AND MEETINGS OF PGA TRADE MISSION HERE. EMBASSY ESTIMATES OSBORN'S POSSIBILITIES FOR DIRECT, USEFUL CONTACTS WOULD BE INCREASED THREE OR FOUR TIMES WERE HE TO EXTEND IN PRAGUE AN EXTRA FOUR DAYS. OSBORN AGREES, ESPECIALLY IN VIEW OF HIS ONLY FAIR EXPERIENCE THUS FAR IN GATHERING DATA FOR SURVEY.

3. AT EMBASSY'S SUGGESTION, OSBORN SECURED APPROVAL FROM HIS FIRM IN LONDON TO EXTEND HIS STAY IN PRAGUE FOR PERIOD OF TRADE MISSION. EMBASSY SUGGESTS THAT COMMERCE APPROVE REIMBURSEMENT TO PETER WARD ASSOC. FOR EXTRA PER DIEM EXPENSES INCURRED BY OSBORN IF HE TAKES ADVANTAGE OF THIS EXCELLENT OPPORTUNITY FOR ADDITIONAL INSIGHTS INTO PGA INDUSTRY IN CZECHOSLOVAKIA.

4. URGENTLY REQUEST COMMERCE INSTRUCTIONS.
WORTZEL

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